

PROJECT “THE ESTABLISHMENT OF THE UNITED ENTREPRENEURSHIP SUPPORT AND NETWORKING SYSTEM FOR SUSTAINABLE LATVIA, LITHUANIA AND BELARUS CROSS-BORDER COOPERATION”

Acronym: B2B

Project number: LLB-2-256

Subsidy contract number: 1S-4

Financial support: LATVIA, LITHUANIA
and BELARUS Cross-border Cooperation
programme within the European
Neighbourhood and Partnership
instrument of 2007

Total budget: 437 445 €

EU finances: 393 700,50 €

Implementation period: 12 months
(12/2013–12/2014)

Aim — to facilitate long-term cross-border
cooperation and common innovative
entrepreneurship, to balance the general
conditions for regional business
development, development of cross-border
exchanges of good practices as well as the
increase of circulation of goods and
services.

Insights

“We need such
projects. I use
opportunities and try to
attend forums even though there
is lack of time. It gives a chance to
network as well as new opportunities for
the business development. One can also find
clients.” (Valery Sheremetev, chief of marketing and
sales, Dormashexpo, Belarus)

“Such projects contribute to the expansion of perception and of attitudes
towards events. One can learn about legislation of another country, obtain
information on doing business. Representatives from different industries gather here.
It is a chance to meet people from my industry.” (ImantasSkrudodis, SW Baltic manager, Lithuania)

“Having as many such meetings as possible is beneficial for every country. Organisation of such meetings
should be a priority to every country in order to develop export of goods and services from one country to
another.” (AleksandrsRivkins, manager of SIA BaltkrievijasTirdzniecibascentrs, Latvia)

“This project created a platform for opinion exchange; it is a new experience with the Latvian and Belarusian
partners. What is the most important is that we could visit each other and see how things are done on the
spot, how is everything developing. The project is really good. Entrepreneurs are learning from each other.”
(VisvaldasMatkevicius, the General Director of the Panevezys Chamber of Commerce, Industry and Crafts,
Lithuania)

“Firstly, it is an opportunity to meet. Some proportion of entrepreneurs will find potential partners. Secondly,
it is a chance for the three countries to cooperate. Overall, we become more active. Even mistakes can serve
as a good example of what to avoid. We become more erudite when we see mistakes committed by other.”
(Juris Grinvalds, Head of Board of the Building Materials Producers Association, Latvia)

“Many projects are being implemented in Europe, many of them have theoretical character, where things
being discussed are less important for business. In this project, however, we focus on aspects that are dealt
by particular people; one can see and feel it. That is why the greatest value is the exchange of experiences.
Another value is the focus on the common regional interests of all three countries, such as nature, ecology,
and economics.” (Vladimir Ulahovic, Deputy Chairman of the BelCCI, Belarus)

“The cooperation will go on and develop to become even closer. From the economics perspective, taking
into account the situation that has developed due to what is going on in Ukraine, Belarus turns into even
more interesting direction.” (Janis Endzins, Head of Board of the Latvian Chamber of Commerce and
Industry, Latvia)



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PANEVĒŽIO PREKYBOS,
PRAMONĒS IR AMATŲ RŪMAI



Results and achievements:

Three cross-border business support and information centres were established.

For the benefit of the entrepreneurs of the three countries cooperation e-platform was launched.

A number of cross-border small and medium businesses borrowed the good practices in the use of innovative technologies that businesses from the neighbouring countries have demonstrated.

5 international Business Forums have been organised as well as business networking events. More than 800 entrepreneurs took part in the seminars and trainings.



The leading project partner – Project applicant: Latvian Chamber of Commerce and Industry

Latvian Chamber of Commerce and Industry (LCCI) (Riga, Latvia) is a **voluntary, politically independent organisation uniting micro, small, medium and large-sized companies from all regions and economic sectors of Latvia**. Based on the number of its members, LCCI is the largest non-governmental organisation of businessmen, which unites 1270 companies, 59 industry associations, 6 city business clubs, and 14 other businessmen unions. LCCI works in three areas: 1) business environment 2) competitiveness of the companies 3) export.

LCCI is a fully-fledged member of the international network of commerce and industry chambers, which has several hundred years of experience in uniting millions of entrepreneurs from all around the world – the Association of European Chambers of Commerce and Industry (EUROCHAMBERS) and International Chamber of Commerce (ICC).

Project partners:

The Belarusian Chamber of Commerce and Industry (BelCCI) has a status of a public, non-governmental organization, manifesting and protecting the interests of the Belarusian and foreign businessmen which conduct their activities on the territory of the Republic of Belarus and beyond its boundaries.

The current members of the BelCCI - 2046 public (15%) and private (85%) companies. Totally members of the Chamber account for more than 80% of industrial production.

The Chamber provides the most contemporary types of services: certificate registration, customs clearance, examination of evaluation reliability, etc. BelCCI experts have extensive experience in business partner selection, organization of negotiations, business visits and fora, as well as company presentations. The Chamber provides legal protection to Belarusian enterprises conducting foreign trade activities, represents their interests in courts and arbitration. The BelCCI qualified specialists render property assessment services and certify local products.

6 Regional branches in Minsk, Grodno, Brest, Vitebsk, Mogilev, and Gomel with representative offices in 34 Belarusian cities and towns, as well as 3 specialized unitary enterprises - Belinterexpo, Belpatentservice and Center of Business Education and the BelCCI International Court of Arbitration operate within the BelCCI system.

Panevezys Chamber of Commerce Industry and Crafts is a non governmental association. The Chamber provides consultations and services for SME's: consultations for those starting their own business or developing their activities,

organises forums, seminars and conferences, special emphasis is paid on labour market trends, export opportunities and development of markets, vocational training, education and competencies as well as mobility programmes, chamber is actively involved in executing EU projects.

The territory of Panevezys CCIC action is Panevezys and Utena counties. Number of Panevezys CCIC members – 297, small companies – 60 %, medium sized companies – 31 %, large companies – 9 %.

Panevezys Chamber of Commerce Industry and Crafts is a member of: Lithuanian Chambers of Commerce Industry and Crafts Association, Baltic Sea Chambers of Commerce Association, Association of European Chambers of Commerce and Industry, HansaParlament (Germany).

Once a year the conference dedicated to social problems is organised. During these conferences the problems between employers and employees are discussed. Strong focus is paid on gender issues. There is an active network of business women who are initiative to analyse and solve gender problems encountered in the companies and society.

In 2009-2012 Panevezys Chamber was a partner in the project BSR-QUICK.

Daugavpils University (DU) (Daugavpils, Latvia) – positions itself as the regional centre of science and culture, where all scientific and educational potential in the fields of natural, humanitarian, social and education sciences of the Eastern Latvia blends and develops. The mission of the Daugavpils University is to provide high quality studies and scientific study environment that corresponds to the modern requirements, thus creating intellectual base for harmonic development of the Latgale region.

DU currently has 5 faculties: Natural Sciences and Mathematics, Humanities, Education and Management, Music and Arts, Social Sciences. Study process is organised in 3 buildings.

